

Message Text

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ORIGIN NEA-10

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TO AMEMBASSY NEW DELHI PRIORITY

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FOR SEVERANCE FROM NEA/INS

E.O. 11652: N/A

TAGS: BTIO,IN

SUBJECT: POTENTIAL SALE OF US AIRCRAFT TO INDIA

(A) STATE 216041 (B) NEW DELHI 12666

1. PLEASE PASS FOLLOWING MESSAGE FROM RAYMOND JOHNSON,
DIRECTOR OF SALES, PIPER AIRCRAFT CORP., TO KL JALAN OF
MARUTI:

A. PIPER AIRCRAFT CORPORATION WOULD BE PLEASED TO DISCUSS
FULL DISTRIBUTOR REQUIREMENTS ON OUR NEXT VISIT TO INDIA
IN JANUARY 1977.

B. ASSEMBLY OF PIPER AIRCRAFT IN INDIA COULD ALSO BE
DISCUSSED.

C. OUR PRESENT AGENT HAS ALREADY NEGOTIATED WITH US A
FIRM COMMISSION ON THE FACTORY DIRECT QUOTATION ALREADY
MADE RELATIVE TO THE PENDING GOVERNMENT PURCHASE. PIPER
CANNOT DISRUPT THIS QUOTATION.

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D. OUR AGENT AGREEMENT DOESN'T PRECLUDE OUR DISCUSSING
ITEMS A AND B ABOVE.

2. JOHNSON CONFIRMING THIS IN LETTER TO YOU. KISSINGER

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